Competitors	Churn	CompetitiveFactor	GrossAdd
0	0.03	0.02	0.03
1	0.03	0.02	0.05
2	0.03	0.02	0.07
3	0.03	0.02	0.09

The values shown in this workbook represent the inputs used in CQBAT for the FTTd 12k-ft network design and have not been reviewed by the ABC coalition for use in any other design. This workbook was used to calculate the results of Scenario 3 as described in Attachment 2: CostQuest Broadband Assessment Tool - Model Scenarios, 7/29/2011.